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Message Text

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ORIGIN HUD-02

INFO OCT-01 NEA-10 ISO-00 COME-00 AGRE-00 HEW-06 DOTE-00
LAB-04 TRSE-00 AID-05 NAS-01 NSF-02 OPIC-06 FAA-00
ERDA-07 NSC-05 /049 R

DRAFTED BY HUD/SF: AANDREWS
APPROVED BY NEA/IRN: CNAAS
HUD/SFI: CNRASSIAS
COM/CAGNE: MSMITH (INFO)
NEA/IRN:RWBEALES
----------111121Z 119296 /20
R 110126Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN

UNCLAS STATE 054221

E.O. 11652: N/A

TAGS: BEXP, USIRJC, IR

SUBJECT: TARIFFS AND CBT PREFABRICATED FIBERGLASS HOUSES

REF: A) TEHRAN A-151; B) 3450
FROM HUD
1. HALLCRAFT HOMES OF PHOENIX, ARIZONA (48TH IN 1975 TOP 100 INDUSTRIALIZED HOME BUILDERS RANKING) IS NEGOTIATING ROLE OF LOW-COST PREFAB FIBERGLASS HOMES WITH IRANIAN FIRM IRAN GUM TRAGACANTH PRODUCTS EXPORTING COMPANY, P.O. BOX 395, ISFAHAN (TEL: 22797). HOMES ARE FOR RURAL HOUSING IN ISFAHAN PROVINCE AND COMPANY EXPECTS TO ORDER UP TO 100 DURING FIRST YEAR.

2. IRANIAN COMPANY INTERESTED IN HALLCRAFT FIBERGLASS HOME FOR COST ADVANTAGES AS WELL AS POSSIBILITY OF RECEIVING DE-LIVERY BY AIR DUE TO LIGHTWEIGHT AND PANEL CONSTRUCTION.
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ALSO, HALLCRAFT WILL SUPERVISE CONSTRUCTION AND UNDERTAKE TRAINING OF LOCAL WORKERS.

3. PER REF A. FIBERGLASS PREFAB HOUSES ARE EXCLUDEDFROM NEW 5 PERCENT TARIFF AND POSSIBLY ALSO FROM ELIMINATION OF CBT. IF THIS SITUATION STILL PREVAILS, SALES MAY NO LONGER BE ECONOMICALLY VIABLE.

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4. WE NOTE EMBASSY'S COMMENT ABOUT POSSIBILITIES OF "CONSIDERABLE LATTITUDE" IN IMPLEMENTING REGULATIONS AND HOPE THAT FOLLOWING CONSIDERATIONS MIGHT BE SUCCESSFUL IN OBTAINING EXERCISE OF SUCH LATTITUDE:

A) COST OF HOUSES WILL BE WELL BELOW 30,000 RIAL LIMIT;

B) RURAL HOUSING UNDERSTOOD TO HAVE HIGH PRIORITY;

C) SIMONIAN EXPRESSED INTEREST LAST AUGUST IN NEW INNOVATIVE HOUSING SYSTEMS FOR MANUFACTURE IN IRAN;

D) DEVELOPMENT OF A MARKET FOR PETROCHEMICAL BASED HOUSING WOULD SEEM TO BE IN LINE WITH OUR PUBLISHED INTEREST OF IRANIANS IN BUILDING PRODUCTS INDUSTRIES BASED ON PETROCHEMICAL RAW MATERIALS (SEE PAGE 4 HUD IRAN COUNTRY PROFILE).

5. ACTION REQUESTED: PLEASE CONTACT APPROPRIATE GOI AUTHORITIES TO SEE IF CBT EXCLUSION AND 5 PERCENT TARIFF CAN BE APPLIED TO HALLMARK FIBERGLASS HOUSING UNITS. EMBASSY MAY WANT TO CONTACT KARIM OR REZA KATIRAIE, OWNERS OF IRAN COMPANY, AT ABOVE NUMBER OR AT HOME (ISFAHAN 42545) TO DETERMINE WHETHER JOINT OR SEPARATE APPROACHES TO GOI ARE DESIRABLE. EARLY RESPONSE WILL BE APPRECIATED AS AMIN KATIRAIE CURRENTLY IN U.S.
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Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Reference: 77 TEHRAN A-151
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Subject: TARIFFS AND CBT PREFABRICATED FIBERGLASS HOUSES
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